Subject 4 : Internship Component

Max Marks: 100

Pass: 40%

Credits: 4

Course Objective:

The purpose of introducing the element of the Internship is to instill the essence of Practicality to the learning that an applicant has undergone while taking the self-paced course module online. Having a hands-on experience in filling the documents , facing the customer , solving case studies in group (online as well as offline) with community / group gives clear perspective and brings the clarity of thought on what is the expectation of the industry and what role is one to perform while entering the sector for gaining the employment .

Learning Outcomes:

1. **Documentation (Saving Account, Current Account, Term Deposit).**

   To gives the applicant comfort in souring the client, teaches him/her the real part in onboarding the customer for opening the account with banks.

2. **Know Your Customer.**

   A very important aspect of compliance vice via Anti Money laundering , provides the insights on how and why certain rules are to be followed in getting the client onboard in financial world

3. **Audit and Compliance**.

   Provides deep understanding on Do's and Don'ts , lays down the rules and regulations which need to be followed in to and discussion on various case studies on AML (anti money laundering Issue)

4. **Selling Skills.**

   This is the most critical aspect of today's modern banking ,wherein today most of the job roles being provided by BFSI sector are pertaining to relationship building , sourcing the customer . This would teach and prepare the candidate to face this critical function and ace the skill to negotiate .

5. **Mock Interviews.**

Here the applicant will be made to undergo various sessions to hone his/her skill to face the interview , prepare in terms of – body language , dressing up , verbal and written communication , how to handle questions related to job profiles , so that he /she is easily gets onboarded .

6. **Case studies based on Digital Transactions.**

Provides insight in how the digital banking world works and how to execute the transactions through the various methods / means / applications /provided by the various corporate entities .

Also related to cyber security and Do's and Don'ts keeping in view various threats and safe guard measure to be taken to keep the investors interest safe .

7. **Loan/ Assets Documentation**

This aspect will teach the applicant in filing the documents used for applying for various products that bank offers in retail assets like – working capital, home loan, personal loan, auto loan , gold loan, business loan, etc.